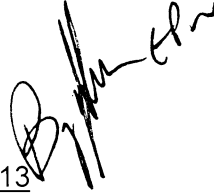


DATE: November 12, 2004

TO: Municipal Clerk

FROM: Byron E. Johnson, C.P.M.
Director of Purchasing x 4313



THRU: Aurora Wells
Bid Clerk ext. 4038

Please place the following item on the **CONSENT** agenda for the Council Meeting of **NOVEMBER 23, 2004**.

Item should read as follows:

Solicitation No.	2004-236	Furnish & Install Snow Plows on Trucks
Award to:	Fabco Industries, Inc.	
	Odessa, TX	
Item (s):	1 and O1	
Amount:	\$35,522.00	

Department:	Department of Aviation
Funds available:	62620020-508006-P500004
Funding source:	Airport Capital Funds
Total award:	\$35,522.00
District (s):	3

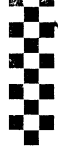
The Department of Aviation and the Purchasing Department recommend award as indicated. They are the sole responsive offer that was received.

This is a fixed-price, single (one-time) purchase, for a Furnish & Install Snow Plows on Trucks.

No option was offered to purchase additional quantity of items. No prompt payment discount is offered.

Contact person: Enrique Acosta Jr., Procurement Analyst at 541-4267.

AGENDA FOR: **NOVEMBER 23, 2004**



**CITY OF EL PASO, TEXAS
REQUEST FOR COUNCIL ACTION (RCA)**

DEPARTMENT: Purchasing Department

AGENDA DATE: November 23, 2004

CONTACT PERSON/PHONE: Enrique Acosta - Procurement Analyst, 541-4321

DISTRICT(S) AFFECTED: 3

SUBJECT:

APPROVE a resolution / ordinance / lease to do what? **OR AUTHORIZE** the City Manager to do what? Be descriptive of what we want Council to approve. Include \$ amount if applicable.

This item is to approve the award of Solicitation 2004-236, titled "Furnish & Install Snow Plows on Trucks" for the Department of Aviation in the amount of \$35,522.00

BACKGROUND / DISCUSSION:

Discussion of the what, why, where, when, and how to enable Council to have reasonably complete description of the contemplated action. This should include attachment of bid tabulation, or ordinance or resolution if appropriate. What are the benefits to the City of this action? What are the citizen concerns?

The bid was to furnish and install two (2) snowplows on trucks currently used by the Airport's Field Maintenance Team. The snowplows will add to the Airport's ability to manage snow conditions at EPIA. Further, the snowplows may be used in other maintenance tasks as needed. Snowplows are required under the Airport's FAA Certification Manual.

PRIOR COUNCIL ACTION:

Has the Council previously considered this item or a closely related one?

No.

AMOUNT AND SOURCE OF FUNDING:

How will this item be funded? Has the item been budgeted? If so, identify funding source by account numbers and description of account. Does it require a budget transfer?

The funding to be used for the purchase is Airport Capital Funds. Funding is available in 62620020 - 508006 - P500004.

BOARD / COMMISSION ACTION:

Enter appropriate comments or N/A

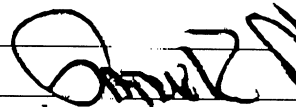
N/A

*****REQUIRED AUTHORIZATION*****

LEGAL: (if required) _____

DEPARTMENT HEAD: _____

FINANCE: (if required) _____

(Example:  if RCA is initiated by Purchasing, client department should sign also)
Information copy to appropriate Deputy City Manager

APPROVED FOR AGENDA: _____

CITY MANAGER: _____

DATE: _____

PROJECT FORM

DATE: November 10, 2004

PROJECT: Furnish & Install Snow Plows on Trucks
BID NO: 2004-236 DEPARTMENT: Department of Aviation
BUDGET NO: 62620020 – 508006 - P500004
FUNDING SOURCE: Airport Capital Funds
REPRESENTATIVE DISTRICT(S): 3

RECOMMENDATION: VENDOR : Fabco Industries, Inc.
Odessa, TX
ITEM(S): 1 and O1
AMOUNT: \$35,522.00

The Department of Aviation and the Purchasing Department recommend award as indicated.
They are the sole responsive offer that was received.

This is a fixed-price, single (one-time) purchase, for a Furnish & Install Snow Plows on Trucks.

No option was offered to purchase additional quantity of items. No prompt payment discount is offered.

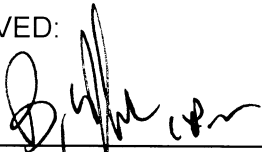
BIDS SOLICITED- 15
BIDS RECEIVED- 01
"NO BID" RECEIVED- 06

CURRENT TAXED PAID-
OUT-OF-TOWN-- X

TOTAL RECOMMENDED AWARD: \$35,522.00

COUNCIL APPROVED ☐ REJECTED ☐ MUNICIPAL CLERK _____

APPROVED:


Byron E. Johnson, C.P.M.
Director of Purchasing

COUNCIL:

MEETING DATE-November 23, 2004

Consent Agenda for November 23, 2004

BID NO.:	2004-236	Furnish & Install Snow Plows on Trucks
AWARD TO:	VENDOR:	Fabco Industries, Inc.
		Odessa, TX
	ITEM(S):	1 and O1
	AMOUNT:	\$35,522.00

The Department of Aviation and the Purchasing Department recommend award as indicated. They are the sole responsive offer that was received.

This is a fixed-price, single (one-time) purchase, for a Furnish & Install Snow Plows on Trucks.

No option was offered to purchase additional quantity of items.

No prompt payment discount is offered.

Department:	Department of Aviation
Funds available:	62620020 – 508006 - P500004
Funding source:	Airport Capital Funds
Total amount:	\$35,522.00
District(s):	3

MEMORANDUM

DATE: November 12, 2004
TO: The Contract File
PREPARED BY: Enrique Acosta Jr.
SUBJECT: Request Sole Bid Contract Award;
Bid No. 2004-236 "Furnish & Install Snow Plows on Trucks"

Summary

In accordance with State of Texas bidding requirements, formal bids were obtained for this requirement. The solicitation when awarded will establish a contract for a Furnish & Install Snow Plows on Trucks for the El Paso International Airport. The sole bid submitted is being recommended for this contract.

Background Information

In July 2004, formal bids were requested from fifteen companies/bidders in accordance with State of Texas bidding requirements. This solicitation was listed on the City's Internet web page and advertised in the El Paso Times (published July 20, 2004, and July 27, 2004). Bid packages were provided to a standard list of various contractor organizations, builder's exchanges and disadvantaged business organizations, for example, the Contract Opportunity Center and the Hispanic Chamber of Commerce.


Additionally, Thomas Register online was consulted to provide potential bidders for this solicitation. An invitation was faxed to eleven firms, however one of the fax numbers was disconnected.

One bid was received from Fabco Industries, Inc. A number of vendors that did not bid this requirement were contacted as to why they did not respond. In a telephone call to Border International Trucks, the general manager stated that their firm would have submitted a bid since this is one of their product lines, however, he could not provide an answer on why they did not submit a bid and that he would follow up with his sales staff. In a telephone call to Sam & Sons Truck Equipment, the contact person stated that he does not remember the bid; therefore, he could not provide an answer on why they did not submit a bid. Mesa Equipment stated in faxed response, "not our product." MB Companies mailed their response of No Bid with "product/service" marked. Clark Truck Equipment in a telephone call stated they believed they could not offer a competitive bid. In a telephone call to American Equipment & Trailer out of Amarillo, Texas, they stated they cannot provide an answer as to why a bid was not submitted and their sales manager guessed that an employee forwarded the bid to their Lubbock branch, however the sales manager stated that this was just a guess, therefore he could not provide an answer as to why a bid was not submitted. Rush Truck Center does not sell this equipment; therefore they submitted a No Bid. Sierra Machinery submitted a letter which stated, "...we are unable to offer a

competitive bid...". In a telephone call to Jones Equipment & Turf, they stated they do not sell snowplow attachments. Fontaine Truck Equipment and Southwest Truck Sales did not respond to telephone messages asking their respective sales personnel to contact the City of El Paso regarding this solicitation to provide an answer on why they did not submit a bid.

Further, the bid opening date was postponed when staff become aware that only one bid was potentially being submitted. This would allow vendors who had not originally submitted a bid the opportunity and provide additional time to submit a bid.

Airport staff has evaluated the sole bid submitted and recommends the sole bid. This sole bid is within the amount previously allocated by the Department of Aviation for this expense.



Respectfully submitted,
Enrique Acosta Jr.
Procurement Analyst

SIERRA MACHINERY (HUB)
939 HAWKINS BLVD
EL PASO TX 79915 *No Bid*

FABCO IND INC
8406 SPRAGUE RD
ODESSA TX 79764

CASA FORD
RICK KENLY
5815 MONTANA AVENUE

EL PASO TX 79925

ASMAR TRUCK EQUIP (HUB)
7713 ALAMEDA AVE
EL PASO TX 79915

JONES EQUIPMENT & TURF INC.
P. O. BOX 100938
FORT WORTH, TX 76185 *No Bid*

BORDER INTERNATIONAL TRUCKS
ATTN: VICTOR RAMIREZ
12283 ROJAS DRIVE
EL PASO, TX 79936-7714

RUSH TRUCK CENTER OF EL PASO
ATTN: SAVIO GARCIA
12253 GATEWAY WEST
EL PASO, TX 79936

SOUTHWEST TRUCK SALES
10901 GATEWAY WEST
EL PASO, TX 79935

FONTAINE TRUCK EQUIPMENT CO.
3030 IRVING BLVD
DALLAS, TX 75247

MESA EQUIPMENT
1342 LOMALAND
EL PASO, TX 79935 *No Bid*

SAM & SONS TRUCK EQUIPMENT
9925 ALDINE WESTFIELD
HOUSTON, TX 77093

AMERICAN EQUIPMENT & TRAILER
610 N GRAND
AMARILLO, TX 79107

ATTN: DON CLARK
CLARK TRUCK EQUIPMENT
501 INDUSTRIAL AVENUE NE
ALBUQUERQUE, NM 87107

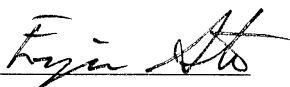
ATTN: CONNIE J. LOOSE
M-B COMPANIES, INC. *No Bid*
1615 WISCONSIN AVENUE
NEW HOLSTEIN, WI 53061-0200

FRANK'S SUPPLY CO., INC. *No Bid*
1211 BARRANCA
EL PASO, TX 79905

BABY JACK II AUTOMOTIVE LTD
C/O CALDWELL COUNTRY
DEALERSHIP
P. O. BOX 27
CALDWELL, TX 77836 *No Bid*

CITY OF EL PASO BID TABULATION

BID ITEM: FURNISH & INSTALL SNOW PLOWS ON TRUCKS					BID # 2004-236					
BID DATE: AUGUST 25, 2004					DEPARTMENT: AVIATION					
			FABCO INDUSTRIES INC. ODESSA, TX							
ITEM	QTY.	DESCRIPTION	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE
		CONTRACTOR PROVIDED SUPERVISION, QUALIFIED INSTALLATION, EQUIPMENT, TRANSPORTATION, MATERIAL, AND OTHER ITEMS AND SERVICES NECESSARY TO:								
1.	2 JOBS	FURNISH & INSTALL 12" STEEL, STRAIGHT BLADE, SNOW PLOWS ON TWO TRUCKS	\$17,761.00	\$35,522.00						
MANUFACTURER			GLEDHILL							
YEAR/MAKE			2004, GLEDHILL							
MODEL NUMBER			12HSBPCL-LL-MPF							
OPTIONAL ITEMS FOR ITEM 1 (SUBJECT TO AVAILABILITY OF FUNDS):										
O1. LEVEL LIFT, AUTOMATIC PLOW LEVELING SYSTEM:			DISCOUNT <input type="checkbox"/>	INC.	DISCOUNT <input type="checkbox"/>		DISCOUNT <input type="checkbox"/>		DISCOUNT <input type="checkbox"/>	\$0.00
			OR		OR		OR		OR	
			MARKUP <input type="checkbox"/>		MARKUP <input type="checkbox"/>		MARKUP <input type="checkbox"/>		MARKUP <input type="checkbox"/>	
O2. EXTENDED WARRANTY			DISCOUNT <input type="checkbox"/>		DISCOUNT <input type="checkbox"/>		DISCOUNT <input type="checkbox"/>		DISCOUNT <input type="checkbox"/>	\$0.00
			OR		OR		OR		OR	
			MARKUP <input type="checkbox"/>		MARKUP <input type="checkbox"/>		MARKUP <input type="checkbox"/>		MARKUP <input type="checkbox"/>	
O3. PLEASE LIST, ON A SEPARATE ATTACHMENT, OTHER DEALER OPTIONS THAT MAY BE AVAILABLE TO THE CITY THOUGH NOT SPECIFICALLY LISTED ON THIS BID.										

APPROVED BY: 

DATE: 8-30-04

CITY OF EL PASO BID TABULATION

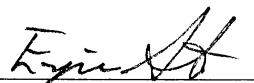
BID ITEM: FURNISH & INSTALL SNOW PLOWS ON TRUCKS

BID # 2004-236

BID DATE: AUGUST 25, 2004

DEPARTMENT: AVIATION

			FABCO INDUSTRIES INC. ODESSA, TX							
ITEM	QTY.	DESCRIPTION	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE
<p>THE CITY AT IS SOLE DISCRETION, MAY EXERCISE ANY OPTION TO PURCHASE AN ADDITIONAL QUANTITY OF UNITS, BY GIVING THE CONTRACTOR WRITTEN NOTICE WITHIN THE TIME PERIOD NOTED ON THE SELECTED OPTIONS.</p> <p>BIDDER OFFERS THE CITY THE OPTION OF PURCHASING ONE HUNDRED PERCENT (100%) OF THE ORIGINAL CONTRACT QUANTITIES, AT THE SAME UNIT PRICE, IF THE OPTION IS EXERCISED WITHIN:</p>										
A. THREE (3) MONTHS FROM DATE OF AWARD OF THE CONTRACT.			YES <input type="checkbox"/>	NO <input type="checkbox"/>	YES <input type="checkbox"/>	NO <input type="checkbox"/>	YES <input type="checkbox"/>	NO <input type="checkbox"/>	YES <input type="checkbox"/>	NO <input type="checkbox"/>
B. SIX (6) MONTHS FROM DATE OF AWARD OF AWARD OF THE CONTRACT.			YES <input type="checkbox"/>	NO <input type="checkbox"/>	YES <input type="checkbox"/>	NO <input type="checkbox"/>	YES <input type="checkbox"/>	NO <input type="checkbox"/>	YES <input type="checkbox"/>	NO <input type="checkbox"/>
C. TEN (10) MONTHS FROM DATE OF AWARD OF THE CONTRACT.			YES <input type="checkbox"/>	NO <input type="checkbox"/>	YES <input type="checkbox"/>	NO <input type="checkbox"/>	YES <input type="checkbox"/>	NO <input type="checkbox"/>	YES <input type="checkbox"/>	NO <input type="checkbox"/>
D. NO OPTION OFFERED.			<input checked="" type="checkbox"/>		<input type="checkbox"/>		<input type="checkbox"/>		<input type="checkbox"/>	
PAYMENT TERMS:			NET - 30 DAYS							
BIDDER'S PROMISED DELIVERY:			110 CONSECUTIVE DAYS							
<p>IF THE BIDDER DOES NOT SPECIFY AN EARLIER DELIVERY, THE CITY'S REQUIRED DELIVERY SHALL PREVAIL. A DELIVERY DATE LATER THAN THE CITY'S REQUIRED DELIVERY MAY BE CAUSE FOR THE REJECTION OF THE OFFER.</p>										
BIDS SOLICITED: 15			BIDS RECEIVED: 1		BIDS LOCAL: 8		NO BID: 5			

APPROVED BY: 

DATE: 8-30-04

2004-236 FURNISH AND INSTALL SNOW PLOWS ON TRUCKS - DEPARTMENT OF AVIATION

BID INFORMATION SERVICE
(ALL BIDS ARE ADVERTISED)

BID NET PROCESSING CENTER
PO BOX 5600
ALBANY, NY 12205

GREATER EL PASO CHAMBER OF COMMERCE
ONE CIVIC CENTER PLAZA
EL PASO, TX 79901

EL PASO HISPANIC CHAMBER OF COMMERCE
2829 MONTANA AVE, B-100
EL PASO, TX 79903

EL PASO TIMES NEWSPAPER
CLASSIFIED/LEGAL SECTION
PO BOX 20
EL PASO, TX 79999

CONTRACT OPPORTUNITY CENTER
4791 N. MESA
EL PASO, TX 79902

SAM'S CLUB
7970 NORTH MESA
EL PASO, TX 79932

SUBCONTRACTORS ASSOCIATION
PO BOX 3612
EL PASO, TX 79923

COMMERCE BUSINESS WEEKLY
2626 NORTHEAST #103
EL PASO, TX 79902

BLACK CHAMBER OF COMMERCE
ONE CIVIC CENTER PLAZA
EL PASO, TX 79901